

Message Text

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PAGE 01 STATE 233778

43

ORIGIN AF-08

INFO OCT-01 ISO-00 COME-00 EB-07 /016 R

DRAFTED BY AF/W:BKIRKPATRICK:BA
APPROVED BY AF/W-THOMAS W.M. SMITH
COMMERCE/BIC/AF -MICHELINI

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P 211452Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN PRIORITY

C O N F I D E N T I A L STATE 233778

E.O. 11652: GDS

TAGS: BTRA

SUBJECT: PROPOSED OFFER OF ARMORED LIMOUSINES TO GOIC:
HESS AND EISENHARDT

1. MR. JOE MCCRANE OF HESS AND EISENHART, 231 EAST
MARELTON PIKE, CHERRY HILL, NEW JERSEY, 08034, CALLED
DEPARTMENT TO DETERMINE IF IT WOULD BE APPROPRIATE FOR
HIM TO TRAVEL TO ABIDJAN IN THE NEAR FUTURE AND ATTEMPT
TO SELL ARMORED LIMOUSINES TO THE GOIC. HE NOTED THAT
HIS FIRM HAS RECENTLY MADE A NUMBER OF SALES IN AFRICA,
USUALLY INITIATED BY A REQUEST FROM THE GOVERNMENT CON-
CERNED. HE STATES THAT HIS FIRM MADE A SALE TO THE GOIC
SOME FIFTEEN YEARS AGO. HE HAS RECEIVED NO REQUEST BUT
HAS CONSIDERED GOING TO ABIDJAN SINCE HE WILL BE IN THE
AREA ON OTHER BUSINESS. HE CLAIMS HIS VEHICLES ARE EQUIP-
PED WITH A BULLET PROOF PLASTIC WHICH CANNOT BE DUPLICATED
BY FOREIGN MANUFACTURERS, SUCH AS THE FRENCH.

2. REQUEST EMBASSY ADVISE BY SEPTEMBER 23 WHETHER OR NOT
HIS SALES EFFORT TO GOIC WOULD BE APPROPRIATE.

ROBINSON

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